

Message Text

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PAGE 01 ATHENS 04692 251318Z

61

ACTION EUR-12

INFO OCT-01 ISO-00 COME-00 EB-07 /020 W

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R 251114Z JUN 75

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 9310

INFO AMEMBASSY BERN

AMEMBASSY ROME

AMCONSUL MILAN

AMCONSUL THESSALONIKI

UNCLAS ATHENS 4692

E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: SPECIALIZED TRADE MISSIONS-INCREASED ADVANCE
OFFICER ACTIVITIES

1. EMBASSY SEES NET EFFECT OF CHANGE IN ADVANCE OFFICER ACTIVITIES AND ITINERARY AS SHIFTING PRIMARY RESPONSIBILITY FOR PROMOTION TO ADVANCE OFFICER, AND FOR MAKING PHYSICAL ARRANGEMENTS TO EMBASSY. ALTHOUGH EMBASSY REGRETS LOSING PREVIOUS SUPPORT WITH REGARD TO PHYSICAL ARRANGEMENTS, IT WELCOMES ASSISTANCE IN PROMOTION
 2. WITH REGARD TO PROMOTION, EMBASSY FEELS THAT IT SHOULD RETAIN MAJOR ROLE IN REPPIND CAMPAIGN. ON THE OTHER HAND, ADVANCE OFFICER, IF WELL BRIEFED ON SUBJECT MATTER OF MISSION, CAN BE GREAT HELP IN OPENING DOORS TO MAJOR END USERS. IF ADVANCE OFFICER CAN ARRANGE TO VISIT POST EVEN CLOSER TO ARRIVAL OF MISSION, HE COULD MAKE ADDITIONAL IMPORTANT CONTRIBUTION BY HOLDING PRESS CONFERENCE. IN THE CASE OF THE HOSPITAL EQUIPMENT TRADE MISSION IN APRIL, THIS WAS DONE BY THE MISSION DIRECTOR, (WHO WAS ABLE TO ARRIVE EARLY) AND CONSTITUTED VALUABLE FOCUS FOR PROMOTION CAMPAIGN.
 3. GIVEN THE TRADE-OFF BETWEEN PROMOTION ACTIVITIES AND ADMINISTRATIVE TASKS DESCRIBED PARA 1, EMBASSY SEES NO NET DIMINUTION OF WORKLOAD. INDEED, INASMUCH AS EMBASSY BELIEVES
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IT MUST ALSO PARTICIPATE INTENSIVELY IN PROMOTION CAMPAIGN,

NET EFFECT WILL PROBABLY BE SLIGHT INCREASE IN WORKLOAD.
AT THE SAME TIME, TOTAL IMPACT OF MISSION SHOULD INCREASE
AS A RESULT OF "DOUBLE-TEAMING" PROMOTION EFFORT.
KUBISCH

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NNN

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Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Margaret P. Grafeld
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